

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY KINSHASA

AMCONSUL LUBUMBASHI

INFO AMCONSUL BUKAVU

AMCONSUL KISANGANI

UNCLAS STATE 242102

E.O. 11652: N/A

TAGS: BEXP CG

SUBJ: COUNTRY COMMERCIAL PROGRAM QUARTERLY EVALUATION

REF: (A) STATE 212100 (B) KINSHASA 10053 (C) STATE A-9312

(D) STATE A-7898

1. STATE/COMMERCE REVIEW TEAM ESTABLISHED TO MONITOR IMPLEMENTATION OF CCP MET FOR FIRST TIME NOV 30 TO CONSIDER REF (B) AND PROGRESS MADE TOWARDS ACHIEVING GOALS IN CCP. TEAM AGREED ON THE FOLLOWING CONCLUSIONS AND RECOMMENDATIONS.

2. NOTWITHSTANDING EMBASSY STATEMENT OF STAFFING SITUATION, STATE AND COMMERCE BELIEVE THAT THE MAJOR ELEMENTS OF THE POST WORK PROGRAM CAN BE ACCOMPLISHED DURING THE REMAINDER OF THE FISCAL YEAR WITH 4 E/C OFFICERS AND 2 LOCALS CURRENTLY AVAILABLE. UNLIKELY ANY TDY PERSONNEL WILL BECOME AVAILABLE, HOWEVER NEW E/C OFFICER SCHEDULED
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TO ARRIVE KINSHASA IN MARCH 1974.

3. STATE/COMMERCE TEAM IS AWARE OF THE FOLLOWING ACCOMPLISHMENTS SO FAR UNDER THE CCP: (1) ONE TRADE MISSION (85 PERCENT NTM) AND ONE TECHNICAL SALES SEMINAR (50 PERCENT NTM) REPORTING \$5.5 MILLION INCREMENTAL ONE-YEAR SALES AND THREE AGENCY AGREEMENTS (ITEMS 2&3); (2) A \$4.3 MILLION SALE OF U.S. LOCOMOTIVES (ITEM 31); (3) AS OF NOV 30, 2 FGT'S, 2 PTO'S, 5 WTDR'S, AND 12 ADS FROM KINSHASA AND 6 PTO'S AND 8 WTDR'S FROM LUBUMBASHI (ITEMS 15 & 16).

4. STATE/COMMERCE TEAM REQUESTS TATUS REPORT ON OTHER COURSES OF ACTION IN CCP, INCLUDING (A) REPORT ON SELLING TECHNIQUES (ITEM 13), (B) COMMERCIAL LIBRARY (ITEM 20), (C) AGENT IDENTIFICATION FOR OTM FIRMS (ITEM 27), (D) INTERNATIONAL VISITORS PROGRAM NOMINATIONS (ITEM 29), (E) ASSISTANCE ON MAJOR EXPORT PROJECTS (ITEMS 30-31) (F)

INVESTMENT OPPORTUNITIES AND ASSISTANCE (ITEMS 30&31), AND (G) ASSISTANCE TO FORD AND CROWN CORK AND SEAL (ITEMS 36&37). TEAM REQUESTS FURTHER THAT ACTUAL USE OF MANPOWER RESOURCES OF THESE AND PARA 2 ACTIONS BE EVALUATED TO DETERMINE VALIDITY OF CCP SECTION V ALLOATIONS.

5. WASHINGTON TEAM RECOMMENDS ATTENTION FOR THE BALANCE OF THE FISCAL YSEAR BE FOCUSED ON THE FOLLOWING ELEMENTS OF THE CCP. A. (DECEMBER) COMPILATION OF PRODUCT PRIORITY LISTING (ITEM 11) (REF. C).

B. (JANAURY - FEBRUARY) COMPLETION OF POST-CONDUCTED MARKET RESEARCH ON THE TIMBER INDUSTRY (ITEM 6). A RESEARCH SPECIFICATIONS AIRGRAM IS BEING PREPARED AND WILL BE SENT BY 12-31-73.

C. (FEBRUARY - MARCH) UPDATING OF FOREIGN TRADERS INDEX (ITEMS 12 & 22). COMMERCE WILL SEND AN AIRGRAM IN EARLY 1974 REQUESTING NEW INFORMATION ON THE SIXTY ENTRIES IN ZAIRE'S FTI WHICH DATE FROM 1967 AND 1968.

D. (MARCH - APRIL) PROVIDE SUPPLEMENTARY INFORMATION ON TRADE AND INVESTMENT REGULATIONS FOR NEW OVERSEAS BUSINESS REPORT ON MARKETING IN ZAIRE (ITEM 28). PRELIMINARY DRAFT OF OBR SHOULD BE COMPLETED IN COMMERCE BY 2-28-74.

E. (APRIL - MAY) REVIEW DRAFT FY 1975 CCP FOR ZAIRE.

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F. CONTINUE TO REPORT ON AND ASSIST U.S.FIRMS IN BIDDING ON MAJOR EXPORT PROJECTS (ITEMS 30 & 31).

G. CONTINUE TO ENCOURAGE AND ASSIST U.S. FIRMS TO INVEST IN PROJECTS WHICH MEET DEVELOPMENTAL CRITERIA AND ARE OF BENEFIT TO THE U.S. (ITEMS 32-35).

H. (FOR LUBUMBASHI-MARCH-APRIL) PREPARATION AND SUPPORT FOR MINING EQUIPMENT TRADE MISSION (ITEM 1). RUSH

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